



DoST/TPDD-17/2025-26/402

8<sup>th</sup> October , 2025

**Request for Expression of Interest (REoI) For the hiring of Consultants to develop “Electric Vehicle Strategy for Bhutan”**

1. **Name of Work:** Consultancy Service for the Development of the Electric Vehicle Strategy for Bhutan
2. **Background:** Bhutan’s transport sector is expanding rapidly, leading to growing congestion, higher fuel imports, and increasing emissions that are expected to reach 1.25 million tonnes of CO<sub>2</sub>e by 2050. This heavy reliance on fossil fuels places pressure on the country’s reserves and energy security. Embracing electric vehicles presents a vital opportunity, with the potential to reduce emissions by 504,000 tonnes of CO<sub>2</sub>e each year. To realize this potential, Bhutan needs a well-defined strategy that sets clear targets, guides investments, and establishes supportive policies.
3. **Scope of Work:** The consultant shall undertake, but not be limited to, the following activities.
  - 3.1. **Baseline Assessment and Situational Analysis**  
Assess EV ecosystem, infrastructure, policies, incentives, fleet, and emissions trends.
  - 3.2. **EV Adoption Strategy**  
Set category-wise targets, conduct TCO analysis, and propose fiscal measures.
  - 3.3. **Demand Forecasting and Scenario Planning**  
Develop adoption scenarios, estimate electricity demand, and assess socio-economic impacts.
  - 3.4. **Charging Infrastructure Plan**  
Identify priority sites, grid needs, standards, and PPP models for phased rollout.
  - 3.5. **Energy & Grid Integration.**  
Evaluate hydropower capacity and recommend smart charging solutions.
  - 3.6. **Battery Management & Circular Economy.**  
Plan for recycling, repurposing, and end-of-life battery management.



3.7. **Import & Standards Framework.**

Define EV standards, import rules, quality control, and ICE phase-out timeline.

3.8. **Behavioural & Market Analysis.**

Assess consumer perception, financing barriers, and insurance readiness.

3.9. **Financial & Economic Analysis.**

Analyze fiscal impacts, investment needs, and financing opportunities.

3.10. **Implementation Strategy.**

Develop phased roadmap with targets, KPIs, funding, and risk mitigation.

3.11. **Stakeholder Mapping and Consultation.**

Identify and engage stakeholders to address barriers and opportunities.

3.12. **Monitoring & Evaluation Framework.**

Define KPIs, governance structure, and review mechanisms.

3.13. **Post-sale Service.**

Establish framework for maintenance, warranty, spare parts, and technician training.

A detailed scope is provided in the ToR.

4. **Deliverables**

- 4.1. Inception Report
- 4.2. Baseline Assessment Report
- 4.3. Stakeholder Consultation Report
- 4.4. Demand Forecasting & Scenario Analysis Report
- 4.5. Draft EV strategy
- 4.6. Validation Workshop Materials
- 4.7. Final EV Strategy Report
- 4.8. Policy Brief and Executive Summary
- 4.9. Post-Delivery Support

(Detailed deliverables are provided in the ToR)

5. **Team Composition:** The consultancy team should include:

- 5.1. Team Leader (EV Policy & Transport Expert)
- 5.2. Transport Planner/Mobility Expert



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- 5.3. Electrical/Energy Systems Engineer
  - 5.4. Financial/Investment Analyst
  - 5.5. Environmental/Climate Specialist
  - 5.6. Social/Communications/Public Engagement Specialist
- (Detailed qualifications and experience are specified in the ToR)

6. **Duration:** The consultancy will be for a maximum of 9 months. Payments will be linked to deliverables as per the ToR:

- 6.1. Inception (10%)
- 6.2. Baseline Assessment & Stakeholder Consultation Report (20%)
- 6.3. Demand Forecasting & Scenario Analysis Report (20%)
- 6.4. Draft EV Strategy Report(20%)
- 6.5. Final EV strategy Report, Executive Summary & Policy Brief (25%)
- 6.6. Post-deliverables (5%)

7. **Evaluation Criteria**

The Expression of Interest (EoI) will be evaluated and shortlisted based on the following criteria:

7.1. **Firm's Experience in Similar Work (35%)**

- 7.1.1. Relevant experience in developing Electric Vehicle (EV) strategies or similar projects.

7.2. **Team Qualifications (35%)**

- 7.2.1. Qualifications and experience of key experts relevant to the assignment.

7.3. **Methodology and Approach (30%)**

- 7.3.1. Clarity, feasibility, and relevance of the proposed approach and work plan.

8. **Shortlisting Process**

Based on the proposals received, only the top five (5) applicants will be shortlisted. The shortlisted firms will then be invited to submit a detailed Request for Proposal (RFP). Following the evaluation of the RFPs, a contract will be awarded to the selected firm.

9. **Submission Requirements:** Interested firms must submit:

- 9.1. Firm's Incorporation/Registration documents/valid trade license
- 9.2. Firm profile, including relevant services and projects.
- 9.3. CVs of key experts are proposed.
- 9.4. Methodology and work approach



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10. **Submission Procedure**

- 10.1. Submit EoI (by e-mail, in person, or by mail) to the address below by 17:00 hrs, October 30, 2025, clearly marked “EoI for Consultancy Service for the Development of the Electric Vehicle Strategy for Bhutan.”
- 10.2. The EoI should be submitted to the Transport Planning and Development Division, Department of Surface Transport, housed at the MoIT premises.
- 10.3. Detailed ToR is available on [www.moit.gov.bt](http://www.moit.gov.bt) or can be obtained from the address below.

The authority reserves the right to accept or reject any or all EOIs without assigning any reason whatsoever.

11. For any clarifications, contact following during office hours;

- 11.1. Ugyen Norbu, Chief Program Officer at [unorbu@moit.gov.bt](mailto:unorbu@moit.gov.bt) or
- 11.2. Tshering Dendup, Transport Officer at [tsheringdendup@moit.gov.bt](mailto:tsheringdendup@moit.gov.bt)